

Message Text

UNCLASSIFIED

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ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 USIA-15

TRSE-00 EUR-12 ERDA-07 ISO-00 /043 W

-----051024 092112Z /70

R 091356Z AUG 77

FM AMCOSUL FRANKFURT

TO SECSTATE WASHDC 8957

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5926

EXCON

E.O. 11652: N/A

TAGS: ESTC, GW

SUBJ: P.L. EXPORT TRANSACTION CHECK--SPLEISS ELEKTRONIK

REF: STATE 184016

1. EDO INSPECTED FACILITIES OF SPLEISS ELEKTRONIK GMBH, HOCHSTRASSE 2, 6465 BIEBERGEMUEND 1, EST GERMANY AND DISCUSSED THE COMPANYS DESIGN, ASSEMBLY AND MARKETING PLANS WITH THE COMPANYS MANAGER, PETER KNOLL AND SOME OF HIS ELEVEN EMPLOYEES.

2. THIS SMALL COMPANY WAS ESTABLISHED BY MR. HEINER SPLEISS, THE PRESENT MAJORITY STOCK HOLDER IN FILDERSTADT (NEAR STUTTGART) IN 1973. IT WAS MOVED TO ITS PRESENT ADDRESS IN APRIL OF THIS YEAR. THE COMPANYS GROSS EARNINGS IN 1976 OF ABOUT 4 MILLION GERMAN MARKS (CONFIRMED BY A CREDIT SOURCE) RESULTED PRINCIPALLY FROM DESIGN PROGRAMMING SOFTWARE CONSULTING AND HYBRID INTERFACE AND INSTALLATION. AS A RESULT OF A PILOT PROGRAM BEGUN IN FILDERSTADT IN MARCH OF 1976, THE COMPANY IS PRESENTLY READY TO BEGIN A LARGER SCALE OPERATION FOR THE DESIGN, CONSTRUCTION AND MARKETING OF PRINTER CONTROLLERS FROM U.S.- MANUFACTURED BOARD SHELLS AND COMPONENTS

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INCLUDING B/T SLICES, ST AND TTL CHIPS.

3. KNOLL WAS ASKED ABOUT THE MOVE OF THE COMPANY TO THIS RATHER OUT-OF-THE WAY VILLAGE IN THE SPEASSART MOUNTAINS, HE SAID THE CLEANER AIR AND QUIETER CONDITIONS WERE IMPORTANT FOR THE DELICATE DRAWING., PHOTOGRAPHY AND ASSEMBLY INVOLVED IN THE COMPANYS OPERATIONS AND ALSO PROVIDED A REDUCED-STRESS

ENVIROMENT FOR THE PROFESSIONAL EMPLOYEES HE RECRUITED FROM THE NEARBY UNIVERSITY OF FRANKFURT AND TECHNICAL COLLEGE, DARMSTADT. KNOLL PROJECTED PRINCIPAL GROWTH OF THE COMPANY IN THE AREAS OF DESIGN AND MARKETING OF HIGH TECHNOLOGY EQUIPMENT WITH THE MANUFACTURING ULTIMATELY DONE BY AMERICAN FIRMS (FROM SPLEISS DESIGNS) BECAUSE OF THE LOWER PRODUCTION COSTS IN THE U.S.

4. BOTH CREDIT AGENCIES PROVIDING INFORMATION ON THE COMPANY REPORTED ORDERLY MANAGEMENT OF ACCOUNTS BY SUBJECT FIRM. WHILE DO WILL INCLUDE SPLEISS IN POST'S FUTURE SCHEDULE OF UNNANNOUNCED "SPOT VISITS" SPLEISS ELEKTRONIK APPEARS A RELIABLE RECIPIENT OF U.S. SENSITIVE EQUIPMENT. END-USERS OF THE FIRMS MANUFACTURERS ARE PRESENTLY DDC AG. AND REDACTRON GMBH; NO DEROGATORY INFORMATION WAS DEVELOPED ON EITHER OF THESE FIRMS. POST RECOMMENDS FAVORABLE CONSIERATION BY DEPARTMENT IN THIS CASE. LEHMANN

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Message Attributes

Automatic Decaptioning: X
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Sent Date: 09-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Legacy Key: link1977/newtext/t19770883/aaaacrww.tel
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Subject: P.L. EXPORT TRANSACTION CHECK--SPLEISS ELEKTRONIK
TAGS: ESTC, GE, SPLEISS ELEKTRONIK GMBH
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